

Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 02689 050247Z

ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 CCO-00 PASO-00 /023 W

-----114934 052133Z /61

R 041650Z APR 78

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 170

UNCLAS LA PAZ 2689

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJ: BOLIVIAN FIRM SEEKS FORD MOTOR COMPANY DEALERSHIP

TO: MR. RICHARD W. ALVAREZ

DISTRICT MANAGER

SOUTH AMERICA DISTRICT

P.O. BOX 600

WIXOM, MICHIGAN 48096

TEL: (313) 349-2400

1. A HIGHLY REGARDED LA PAZ FIRM HAS RECENTLY APPROACHED ME TO EXPRESS INTEREST IN OBTAINING A FORD DEALERSHIP. THE COMPANY, CIBO, WAS ACQUIRED APPROXIMATELY TWO YEARS AGO BY THE HANSA GROUP, ONE OF THE LARGEST BUSINESSES IN THE COUNTRY. CIBO IS NOW HANDLING JOHN DEERE, SO THAT SERVICE FACILITIES AND A SALES NETWORK ARE ALREADY IN BEING. THE FINANCIAL RESULTS OF VIBO HAVE BEEN EXCELLENT SINCE THE TAKEOVER AND I CAN RECOMMEND THE FIRM WITHOUT RESERVATION.

2. I WANT TO MAKE CLEAR THAT I AM NOT OFFERING AN OPINION ON THE PERFORMANCE OF ANY OF YOUR PRESENT DEALERS; THAT JUDGEMENT MUST BE YOURS. MY INTENTION IS TO ALERT YOU TO THE INTEREST OF CIBO AND TO GIVE YOU MY VIEW OF THE COMPANY. SHOULD YOU WISH ADDITIONAL FINANCIAL INFORMATION, PLEASE LET ME KNOW.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LA PAZ 02689 050247Z

3. CIBO IS PREPARED TO TRAVEL TO DETROIT OR PANAMA TO MEET WITH FORD REPRESENTATIVES TO DISCUSS ITS PROPOSAL. PLEASE ADVISE IF THE OFFER IS OF INTEREST. YOU MAY CONTACT ME, OR GET IN TOUCH WITH CIBO DIRECTLY AT THE FOLLOWING ADDRESS:

GEORGE PETIT, PRESIDENT

OR JOHN GELERNTER, GENERAL MANAGER

C.I.B.O.
P.O. BOX 954
LA PAZ, BOLIVIA
TELEX: BX 5346
REGARDS,
RALPH R. JOHNSON
COMMERCIAL ATTACHE

AMERICAN EMBASSY
LA PAZ, BOLIVIA
BOEKER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LAPAZ02689
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780147-0691
Format: TEL
From: LA PAZ
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780496/aaaaddhj.tel
Line Count: 75
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 39b309b7-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 14 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3084015
Secure: OPEN
Status: NATIVE
Subject: BOLIVIAN FIRM SEEKS FORD MOTOR COMPANY DEALERSHIP TO: MR. RICHARD W. ALVAREZ DISTRICT MANAGER
TAGS: BEXP, BL
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/39b309b7-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014